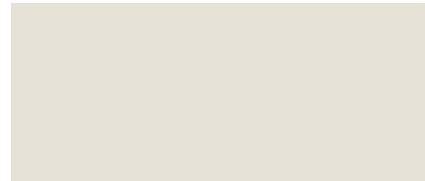
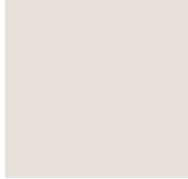
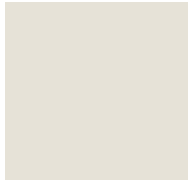


Real Estate Careers – Property, Construction, Land



What is the Real Estate industry?

People who choose careers in Real Estate are professionals who measure, value, manage and protect the world's physical and natural assets to ensure their potential is maximised. They play an integral part in all transactions across land, property, construction and infrastructure. From city skyscrapers to sporting stadiums, forests to festival sites, shopping centres to the homes we live in, RICS qualified surveyors manage it all – across the globe! They are responsible for entire projects from overseeing planning, design and construction, right through to occupation, sustainable usage and even demolition and redevelopment.





What is the Worshipful Company of Chartered Surveyors?

The City of London Livery Companies began in medieval times as fraternities, mostly to protect the interests and practitioners of particular trades. Presently there are 110 Livery Companies including those of the modern era (Builders' Merchants, Environmental Cleaners, Information Technologists), along with those of ancient origin (Mercers, Goldsmiths, Weavers and Fishmongers).

One of the principle activities of the Chartered Surveyors' Livery Company is to promote and assist with the education of young people, particularly those interested in a career within the Real Estate sector.

This booklet has been produced in association with industry partners who offer apprenticeships and graduate programmes for Real Estate professionals to outline your pathway to a career in Real Estate.

Useful links on the back of the booklet include RICS (Chartered Surveyors' Governing Body) C.S.T.T. (Apprenticeship Programmes) and our industry partners Savills and Lambert Smith Hampton

Your Career Journey



Real Estate offers an exciting, dynamic and sociable career path with the opportunity to specialise in several different areas of the profession. It is a people-facing industry where you can build contacts and relationships both within the Real Estate profession as well as many other business lines. A career in Real Estate will allow you to work in any of the disciplines below.

Building Surveying:

Building Surveying involves all aspects of property and construction from supervising large mixed-use developments to planning domestic extensions.

Planning:

Planning is about determining where land use activities and buildings should be located to achieve the most sustainable outcomes.

Rural:

Rural Surveyors provide management, professional and agency advice for all classes of property in the Rural Environment and Urban Fringe.

Quantity Surveying:

Quantity Surveying and Construction (Associate and Chartered) These surveyors are involved in the financial management of construction, using their strong analytical and communication skills to get the best value.

Commercial:

Commercial teams include Investment, Agency, Property Management, Retail, Valuation, Hotels and Lease Consultancy. Commercial graduates are given the opportunity to gain experience in a range of specialisms allowing them to develop a thorough understanding of the industry and market.

Development:

Development surveyors advise throughout the entire development process for residential and commercial projects. This includes land acquisition, planning, valuation, consultancy and sales to UK and International markets.

Residential:

Advise on all aspects of residential property. This covers all areas from investment, valuation, development, affordable housing, student housing and management.

Capital Allowances:

Capital Allowances work with a wide range of organisations and individuals, helping them to save tax, reduce risk and improve efficiency in relation to the tax analysis of their capital expenditure.

Urban Design:

Urban design is about successful 'placemaking'. Working on development structure and design, including buildings, streets and the spaces between them.

Construction:

Managing projects from plan stage to completed buildings.

Definition: *Work Shadowing is unpaid work experience for a short period of time to give you an insight into the industry before you are at the stage in your career to volunteer for a month of paid experience. These placements are a good idea to help you understand if you like an industry and a company – Apply before your second year of university.*

Work you may do: Conduct research, attend departmental talks, network with employees and meet current graduates in organised events.



Case Study:

The Savills Insight Programme proved to be an invaluable work shadowing experience as I was able to discover how broad the industry really is and met so many great people along the way.

I was based in the Valuation team for the week, however by attending various departmental talks my knowledge of the business really broadened. There were also a number of social events organised for the interns and graduates which were really enjoyable and improved my networking skills!

Overall I would definitely recommend both the Insight Programme to any student wishing to enter this exciting industry.



Eunice Kalemera
BSc Real Estate

University of Westminster

Definition: *Summer Schemes are paid internships that allow you to get a feel for working life.*

Work you may do: *Go on site visits, attend client meetings, write reports, conduct research, attend departmental talks, network with directors and graduates in organised events.*

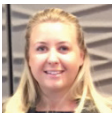


Case Study:

Summer Schemes are structured programmes which gives you a real overview of the whole Company, through various departmental presentations. I found this extremely helpful in gaining a better understanding of the teams that graduates rotate between whilst undertaking their APC.

The best aspect of spending a month within a business was that they trust you to use your own initiative from the outset, which immediately helps you feel like a valued member of the team. You get to see what it would be like to work there.

Overall, the hands on training with directors and their teams was invaluable. I have had a fantastic introduction into what being a graduate surveyor would entail.



Jade Dedman
BSc International Hospitality Management
Oxford Brookes University

Definition: *Real Estate companies across the industry now offer Surveying apprenticeships. Programmes last from 4-6 years, with most offering a permanent job and the chance to earn while you learn. Working four full days in the office with the fifth day spent on your apprenticeship course, you will gain an undergraduate degree and will progress to become a member of the Surveying professional body the Royal Institution of Chartered Surveyors RICS.*

Work you may do: *Property inspections, measuring properties, comparable schedules, calling sales agents, background checks on properties, conducting research, and editing reports.*

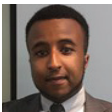


Case Study:

I chose the apprenticeship route over university as I did not want to study full time. The apprenticeship programme is great as it allows you to learn different aspects of the business whilst developing new skills. The first two years of my studies are based at college after which I am enrolled on to a university course for a further three years. The final stage of the programme is completing my APC in one year, enabling me to become a qualified Chartered Surveyor.

There are many highlights to my apprenticeship, primarily having the opportunity to work and study simultaneously and secondly earning a salary at the same time.

For information on apprenticeships go to:
www.CSTT.org.uk



Daniel Blaize
Year Two Apprentice
Valuation Team, Savills

Definition: *Our award winning graduate training programme prepares you for your APC, allowing you to become a Chartered Surveyor or Planner.*

Pass Rate: *On average our pass rate is 93%, which is over 20% higher than the national average.*

Excellent Training: *The Savills graduate training programme offers a structured programme of events for all RTPI, RICS and BLAC candidates.*

Throughout the 2 years graduates will be invited to APC competency presentations, regional graduate events, webinars, divisional events and IT training.

Work you may do: *Work with fee earners from day one, go on site visits, collect comparables, attend client meetings, network with Graduates from other firms.*



George Massey
Cross Border Investment Team
Second Year Graduate, Savills

Case Study - London:

I am a Chartered Surveyor and I joined the Savills graduate scheme in 2014. I feel I have benefited extensively from the training provided on the graduate scheme, both in terms of the breadth of experience from six rotations, along with the courses that are offered by the company.

These rotations have complemented my professional roles and provided additional opportunities to network and develop skills. Additionally, I am a member of the Charity Committee which has enabled me to give something back to the community in a way I haven't been able to before.

Definition: *A Sandwich placement is a 12 month contract, taken during the 3rd year of university. This placement will count towards your APC experience. You could be studying a Real Estate or non Real Estate undergraduate and undertake a sandwich year with us.*

Work you may do: *Go on site visits, attend client meetings, write reports, conduct research, learn different IT systems, comparables and call agents/clients.*



Case Study:

My sandwich placement at Lambert Smith Hampton has reinforced my desire to pursue a career in property, having giving me an insight into what the day to day life of a property professional entails.

My experience has not only provided an opportunity to apply and develop skills learnt at university but to also gain confidence when networking with both colleagues and clients.

As my sandwich year comes to an end I anticipate my experience will only enhanced my final year at university.

I believe I'll be returning with a more in-depth understanding of the property industry, a head start on my APC and a strong network of people to call upon throughout my career. If my experience to date is anything to go by, I can't wait to return once my degree is complete and continue to build on the foundations I have laid this year.



Brontie Peacock
BSc Real Estate (Nottingham Trent University)

Placement Year Student

For online applications

- Take note of deadlines
- Include all relevant achievements and work experience
- Read programme descriptions carefully and explain how you would be a good fit
- Make sure there are no spelling mistakes in your CV and covering letter

For interviews and assessments

- Show a realistic representation of you and your abilities when applying for Surveying jobs
- Contribute to the group discussions without being too dominant
- Prepare - understand the business and your areas of interest
- Try to relax and stay calm

For the Interview

- Prepare as much as you can by visiting our website and reading property publications
- Interviewers often ask for examples about yourself, so think of times when you have shown initiative, solved a problem or taken the lead
- Be yourself, the interviewer wants to get to know you
- Ask questions- it's a two- way conversation
- Know your CV inside out

Where will the world of **SURVEYING** take **YOU?**

From the ocean floor to the tallest skyscraper, surveyors shape the world around us #changinghorizons

Begin your journey

1
MAP

Go explore – use the latest technology to measure and model the world around you

2
DESIGN AND BUILD



Have a vision – consider all angles and use your expertise to complete major projects on time and to budget

3
VALUE



Be a priceless asset – advise on the buying and selling of everything people and businesses own

4
MANAGE



Shape the world – ensure the best use of land and property, now and for the future

5

NEXT STEPS:
rics.org/changinghorizons



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#careersinproperty



A NEW BREED OF PROPERTY PROFESSIONAL

'What if...?'
'How about...?' 'Why not...?'

At Lambert Smith Hampton, the questions never stop.
It's why our clients come to us.

It's why we look further than qualifications. As part of our mission to build the UK & Ireland's most progressive commercial property consultancy, we're looking for a special kind of person: a new breed of property professional.



This booklet was produced by members of the Education Committee of The Worshipful Company of Chartered Surveyors, a Livery Company of the City of London established in 1977 for Chartered Surveyors and property professionals. Our mission is to be the Livery Company of first choice for members of the surveying profession.

Worshipful Company of Chartered Surveyors

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www.rics.org

Chartered Surveyors Training Trust

Tel: 0207 871 0454
<https://www.cstt.org.uk/>
info@cstt.org.uk

Savills

<http://graduate.savills.co.uk/graduate-schemes/>
gradrecruitment@savills.com

Lambert Smith Hampton

<http://www.lsh.co.uk/commercial-property-careers/graduate-recruitment>

